

# Exhibit E

# Harbin's

NCORPORATED  
OFFICE DESIGN • SUPPLIES • MACHINES • FURNITURE

MEETING THE NEEDS OF BUSINESS

## FAX COVER LETTER

TO: Steelcase

ATTN: MARVIS JAMES

FAX#: 616-246-41989

FROM: M Harbin

PAGES: 9 including cover

DATE: 10-25-99

MEMO: \_\_\_\_\_

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### STEELCASE FURNITURE

P.O. BOX 4803 • MONTGOMERY, ALABAMA 36103-4803  
(334) 264-5371 • 1-800-888-6980 • FAX: (334) 265-9126

HARBIN'S, INC.  
BALANCE SHEET  
AS OF JUNE 30, 1999

ASSETS

CURRENT ASSETS

% OF ASSETS

CASH - STERLING BANK	7,966.76	0.39%
CASH - SOUTHTRUST BANK	74,939.87	3.65%
CASH ON HAND - PETTY	<u>650.00</u>	0.03%
TOTAL CASH	83,556.63	4.07%
ACCOUNTS RECEIVABLE - TRADE	517,955.55	25.23%
ACCOUNTS RECEIVABLE - EMPLOYEE	1,471.21	0.07%
① ACCOUNTS RECEIVABLE - RETAIL ENHANCEMENTS	<u>297,413.50</u>	14.49%
TOTAL RECEIVABLES	816,840.26	39.79%
INVENTORY	789,751.95	38.47%
INTEREST RECEIVABLE	<u>449.09</u>	0.02%
TOTAL OTHER CURRENT ASSETS	790,201.04	38.49%
TOTAL CURRENT ASSETS	1,690,597.93	82.35%

① SEE P. 2

*W. J. H. H.*  
10/25/99  
1st copy sent

HARBIN'S, INC.  
BALANCE SHEET  
AS OF JUNE 30, 1999

		% OF ASSETS
FIXED ASSETS		
LAND	60,000.00	2.92%
BUILDINGS	267,802.57	13.04%
AUTOMOBILES	2,059.00	13.04%
AUTOMOBILES AND TRUCKS	56,556.84	2.75%
FURNITURE AND FIXTURES	39,451.36	1.92%
COMPUTER EQUIPMENT	104,203.46	5.08%
LEASEHOLD IMPROVEMENTS	123,934.77	6.04%
OFFICE EQUIPMENT & FURNITURE	<u>62,978.85</u>	3.07%
	716,986.85	34.92%
LESS: ACCUMULATED DEPRECIATION	<u>(544,867.48)</u>	-26.54%
TOTAL FIXED ASSETS	172,119.37	8.38%
OTHER ASSETS		
NOTE RECEIVABLE - RESI (STERLING)	170,457.65	8.30%
CAPITAL LEASE, COPIER	3,886.00	0.19%
PREPAID STATE INCOME TAXES	3,155.00	0.15%
PREPAID FEDERAL INCOME TAXES	10,800.00	0.53%
PREPAID RENT	<u>2,000.00</u>	0.10%
TOTAL OTHER ASSETS	190,298.65	9.27%
TOTAL ASSETS	<u><u>2,053,015.95</u></u>	100.00%

① 10/25/99 - PER MICHAEL HARLIN THIS IS AN INTERCOMPANY  
AR FROM AN OFFICE SUPPLIES CO. NAMED OFFICE PLUS

HARBIN'S, INC.  
BALANCE SHEET  
AS OF JUNE 30, 1999

LIABILITIES AND NET WORTH

% OF ASSETS

CURRENT LIABILITIES

ACCOUNTS PAYABLE TRADE	122,427.84	6.15%
NOTE PAYABLE - LOC	500,075.00	25.12%
NOTE PAYABLE - SOUTHTRUST	60,000.00	3.01%
ACCRUED SALARIES	9,913.41	0.50%
ACCRUED INTEREST PAYABLE	2,108.64	0.11%
ACCRUED FEDERAL WITHHOLDINGS	1,641.76	0.08%
ACCRUED FICA	1,254.85	0.06%
ACCRUED STATE WITHHOLDING	1,659.31	0.08%
ACCRUED UNEMPLOYMENT FED - FUTA	356.00	0.02%
ACCRUED UNEMPLOYMENT STATE - SUI	544.04	0.03%
FED CORP TAX PAYABLE	4,840.00	0.24%
STATE CORP TAX PAYABLE	1,437.00	0.07%
ACCRUED SALES TAX PAYABLE	6,665.04	0.33%
ACCRUED 401K	3,961.85	0.20%

TOTAL CURRENT LIABILITIES	716,884.74	36.02%
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LONG TERM LIABILITIES

LONG TERM NOTE - SOUTHTRUST	778,880.00	39.13%
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TOTAL LONG TERM LIABILITIES	778,880.00	39.13%
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TOTAL LIABILITIES	1,495,764.74	75.15%
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NET WORTH

ISSUED COMMON STOCK	1.38	0.00%
ADDITIONAL PAID-IN CAPITAL	99,998.62	5.02%
PRIOR YEARS RETAINED EARNINGS	440,366.03	22.12%
CURRENT YEAR RETAINED EARNINGS	16,885.18	0.85%

TOTAL NET WORTH	557,251.21	28.00%
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TOTAL LIABILITIES AND NET WORTH	2,053,015.95	103.14%
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HARBIN'S, INC.  
INCOME STATEMENT  
FOR THE MONTH ENDED JUNE 30, 1999

	CURRENT AMOUNT	PERIOD RATIO	YEAR TO DATE AMOUNT	RATIO
SALES AND COST OF SALES				
SALES				
SALES - DEPT 1	108,615.40	47.78%	1,366,068.33	42.10%
SALES - DEPT 2	2,297.93	1.01%	36,011.32	1.11%
SALES - DEPT 3	103,318.20	45.45%	1,621,750.19	49.98%
SALES - DEPT 4	0.00	0.00%	81.64	0.00%
SALES - DEPT 5	591.22	0.26%	6,394.86	0.20%
SALES - DEPT 6	0.00	0.00%	3,132.77	0.10%
SALES - DEPT 7	6,375.77	2.80%	89,980.21	2.77%
SALES - DEPT 8	0.00	0.00%	0.00	0.00%
SALES - DEPT 9	5,101.81	2.24%	101,228.23	3.12%
SALES - DEPT 10 (U-Z)	424.86	0.19%	17,870.24	0.55%
SALES - COMPUTERS/PRINTERS	3.68	0.00%	548.44	0.02%
SALES - MACHINES	596.80	0.26%	1,146.80	0.04%
SALES - DESKTOP ACCESSORIES	0.00	0.00%	23.96	0.00%
SALES - SOFT GOODS	0.00	0.00%	33.00	0.00%
SALES - PAPER	5.15	0.00%	329.69	0.01%
SALES - DEPT N	0.00	0.00%	29.33	0.00%
<b>TOTAL SALES</b>	<b>227,330.82</b>	<b>100.00%</b>	<b>3,244,629.01</b>	<b>100.00%</b>
COST OF SALES				
COST OF SALES	64,536.89	-28.39%	894,202.48	-27.56%
COS - MACHINES	1,714.13	-0.75%	26,901.58	-0.83%
COS - FURNITURE	75,939.76	-33.40%	1,141,679.00	-35.19%
COS - PRINTING	0.00	0.00%	63.68	0.00%
COS - STAMPS	404.95	-0.18%	3,949.70	-0.12%
COS - TONER	0.00	0.00%	2,364.37	-0.07%
COS - DEPT 7	4,171.11	-1.83%	60,741.19	-1.87%
COS - PAPER	0.00	0.00%	4.68	0.00%
COS - DEPT 9	3,428.84	0.00%	67,327.34	0.00%
DEPT 10 (U - Z)	651.98	-0.29%	6,281.54	-0.19%
<b>TOTAL COST OF SALES</b>	<b>150,847.66</b>	<b>-66.36%</b>	<b>2,203,515.56</b>	<b>-67.91%</b>
<b>GROSS PROFIT</b>	<b>76,483.16</b>	<b>33.64%</b>	<b>1,041,113.45</b>	<b>32.09%</b>

HARBIN'S, INC.  
INCOME STATEMENT  
FOR THE MONTH ENDED JUNE 30, 1999

EXPENSES	CURRENT AMOUNT	PERIOD RATIO	YEAR TO DATE AMOUNT	RATIO
<b>SELLING EXPENSES</b>				
TRAVEL EXPENSE / TRANSPORTATION	0.00	0.00%	0.00	0.00%
ENTERTAINMENT EXPENSE	0.00	0.00%	0.00	0.00%
TRAINING EXPENSE	0.00	0.00%	0.00	0.00%
AUTO GAS & OIL	0.00	0.00%	0.00	0.00%
AUTO REPAIRS	108.79	0.05%	1,010.11	0.03%
AUTO DEPRECIATION	0.00	0.00%	0.00	0.00%
PROMOTIONS	0.00	0.00%	0.00	0.00%
ADVERTISING - BILLBOARD	0.00	0.00%	0.00	0.00%
ADVERTISING - NEWSPAPER	1,944.53	0.86%	2,363.81	0.07%
ADVERTISING - RADIO	2,136.83	0.94%	1,236.83	0.04%
ADVERTISING - TELEVISION	0.00	0.00%	0.00	0.00%
ADVERTISING - YELLOW PAGES	0.00	0.00%	0.00	0.00%
ADVERTISING - DIRECT MAIL	1,737.22	-0.76%	5,553.27	-0.17%
ADVERTISING - OTHER	<u>(4,936.73)</u>	1.55%	<u>20,466.49</u>	-0.63%
<b>TOTAL SELLING COSTS</b>	<b>990.64</b>	<b>-0.44%</b>	<b>30,630.51</b>	<b>-0.94%</b>
<b>OCCUPANCY EXPENSES</b>				
UTILITIES - NATURAL GAS	15.83	-0.01%	1,711.05	-0.05%
UTILITIES - POWER	1,212.63	0.53%	12,711.14	-0.39%
UTILITIES - WATER	0.00	0.00%	3,390.98	-0.10%
DEPRECIATION EXPENSE	3,500.00	-1.54%	42,000.00	-1.29%
INSURANCE - PROPERTY	3,983.00	0.00%	7,167.00	-0.22%
CLEANING SUPPLIES	0.00	0.00%	119.18	0.00%
JANITORIAL EXPENSE	312.00	-0.14%	4,109.00	-0.13%
BUILDING REPAIRS & MAINTENANCE	621.51	0.27%	3,329.49	-0.10%
HVAC REPAIRS	104.66	0.05%	1,907.57	-0.06%
GROUNDS & LANDSCAPING	45.00	0.02%	90.00	0.00%
PEST CONTROL	60.00	-0.03%	720.00	-0.02%
SECURITY - ADT	<u>43.36</u>	0.02%	<u>786.01</u>	-0.02%
<b>TOTAL OCCUPANCY EXPENSES</b>	<b>9,897.99</b>	<b>-4.35%</b>	<b>78,041.42</b>	<b>-2.41%</b>

HARBIN'S, INC.  
INCOME STATEMENT  
FOR THE MONTH ENDED JUNE 30, 1999

EXPENSES	CURRENT AMOUNT	PERIOD RATIO	YEAR TO DATE AMOUNT	RATIO
<b>WAREHOUSE AND DELIVERY EXPENSES</b>				
CASUAL LABOR	125.82	-0.06%	432.32	-0.01%
CONTRACT LABOR	12,294.65	-5.41%	70,513.27	-2.17%
WAREHOUSE - MEDICAL	0.00	0.00%	98.00	0.00%
DELIVERY VEHICLE GAS & OIL	930.66	-0.41%	10,828.31	-0.33%
DELIVERY VEHICLE REPAIRS	0.00	0.00%	8,043.24	-0.25%
DELIVERY VEHICLE LICENSES	0.00	0.00%	842.09	-0.03%
DELIVERY VEHICLE TIRE EXPENSE	139.43	-0.06%	2,781.07	-0.09%
DELIVERY VEHICLE LEASE	0.00	0.00%	5,907.57	-0.18%
DELIVERY VEHICLE OTHER	92.00	-0.04%	793.55	-0.02%
OUTSIDE DELIVERY AND UPS	493.70	-0.22%	4,593.57	-0.14%
FREIGHT OUT CHARGES	1,629.18	-0.72%	8,828.21	-0.27%
FREIGHT OTHER	0.00	0.00%	0.00	0.00%
UNIFORM EXPENSE	0.00	0.00%	411.75	-0.01%
WAREHOUSE TOOL EXPENSE	158.85	-0.07%	1,982.91	-0.06%
<b>TOTAL WAREHOUSE &amp; DELIVERY EXPENSE</b>	<b>15,864.29</b>	<b>-6.98%</b>	<b>116,055.86</b>	<b>-3.58%</b>
<b>OFFICE EXPENSE</b>				
TELEPHONE	349.83	-0.15%	2,416.78	-0.07%
TELEPHONE - SOUTH CENTRAL BELL	923.27	-0.41%	10,694.90	-0.33%
TELEPHONE - BEEPER	147.65	-0.06%	1,438.99	-0.04%
CELLULAR PHONE EQUIPMENT	164.67	-0.07%	1,157.23	-0.04%
CELLULAR PHONE EXPENSE	965.82	-0.42%	5,129.86	-0.16%
POSTAGE - OFFICE	0.00	0.00%	3,716.97	-0.11%
POSTAGE - METER RENTAL	0.00	0.00%	(278.38)	0.01%
PRINTING EXPENSE	0.00	0.00%	0.00	0.00%
OPERATING SUPPLIES	4.25	0.00%	3,683.44	-0.11%
BANK CHARGES - SOUTHTRUST	284.87	-0.13%	4,231.62	-0.13%
BANK CHARGES - STERLING	0.00	0.00%	50.00	0.00%
CREDIT CARD FEES	276.71	-0.12%	5,178.43	-0.16%
LEASE EXPENSE - FAX	0.00	0.00%	0.00	0.00%
TCI MUSIC EXPENSE	51.20	-0.02%	563.20	-0.02%
<b>TOTAL OFFICE EXPENSE</b>	<b>3,168.27</b>	<b>-1.39%</b>	<b>37,983.04</b>	<b>-1.17%</b>



HARBIN'S, INC.  
INCOME STATEMENT  
FOR THE MONTH ENDED JUNE 30, 1999

EXPENSES	CURRENT AMOUNT	PERIOD RATIO	YEAR TO DATE AMOUNT	RATIO
COMPUTER AND DATA PROCESSING EXPENSE				
COMPUTER REPAIR	0.00	0.00%	0.00	0.00%
DATA PROCESSING SUPPLIES	0.00	0.00%	0.00	0.00%
COMPUTER MAINTENANCE - DDMS	(1,000.00)	0.44%	7,933.36	-0.24%
COMPUTER RENTAL	0.00	0.00%	0.00	0.00%
TOTAL COMPUTER / DP EXPENSE	(1,000.00)	0.44%	7,933.36	-0.24%
ADMINISTRATIVE EXPENSES				
WAGES AND SALARIES OFFICERS	52,911.74	-23.28%	543,916.74	-16.76%
WAGES - OTHER	0.00	0.00%	3,811.76	-0.12%
MISCELLANEOUS EXPENSE	0.00	0.00%	0.00	0.00%
INTEREST EXPENSE - LOC	2,847.39	-1.25%	36,420.45	-1.12%
INTEREST EXPENSE - OTHER	5,341.56	-2.35%	66,617.18	-2.05%
ADMINISTRATIVE TRAINING	0.00	0.00%	136.71	0.00%
ADMINISTRATIVE TRAVEL EXPENSE	62.58	-0.03%	2,775.08	-0.09%
ADMINISTRATIVE ENTERTAINMENT	966.63	-0.43%	1,016.75	-0.03%
LEASE EXPENSE - AUTO	0.00	0.00%	6,811.96	-0.21%
TIRE EXPENSE - AUTO	0.00	0.00%	169.21	-0.01%
BAD DEBT EXPENSE	0.00	0.00%	0.00	0.00%
AUTO GAS & OIL	299.39	-0.13%	1,558.25	-0.05%
AUTO REPAIR	0.00	0.00%	0.00	0.00%
AUTO LICENSES	0.00	0.00%	0.00	0.00%
PROFESSIONAL SERVICES - ACCOUNTING	0.00	0.00%	12,926.60	-0.40%
PROFESSIONAL SERVICES - LEGAL	0.00	0.00%	0.00	0.00%
PROFESSIONAL SERVICES - COLLECTION	0.00	0.00%	0.00	0.00%
PROFESSIONAL SERVICES - PAYROLL	122.98	-0.05%	1,782.16	-0.05%
TAXES - FICA	3,655.83	-1.61%	40,302.25	-1.24%
BUSINESS LICENSE - MONTGOMERY	0.00	0.00%	9,242.86	-0.28%
BUSINESS LICENSE - OTHER	0.00	0.00%	320.00	-0.01%
FRANCHISE TAXES	0.00	0.00%	70.00	0.00%
EMPLOYEE PROFIT SHARING	3,015.53	-1.33%	3,015.53	-0.09%

**HARBIN'S, INC.**  
**INCOME STATEMENT**  
**FOR THE MONTH ENDED JUNE 30, 1999**

EXPENSES	CURRENT AMOUNT	PERIOD RATIO	YEAR TO DATE AMOUNT	RATIO
<b>ADMINISTRATIVE EXPENSES (CONT'D)</b>				
DUES & SUBSCRIPTIONS	62.50	-0.03%	1,475.46	-0.05%
DUES - SOCIAL	0.00	0.00%	0.00	0.00%
CONTRIBUTIONS AND DONATIONS	0.00	0.00%	1,559.75	-0.05%
PROFESSIONAL FEES	0.00	0.00%	7,704.98	-0.24%
COMPANY SOCIAL AFFAIRS	67.22	-0.03%	1,753.70	-0.05%
GIFTS	7.11	0.00%	1,454.48	-0.04%
PERSONAL PROPERTY TAXES	0.00	0.00%	5,488.93	-0.17%
INSURANCE - DIRECT CARE	2,308.25	-1.02%	13,178.51	-0.41%
INSURANCE - BC/BS	491.00	-0.22%	5,544.00	-0.17%
INSURANCE - WORKMENS COMP	0.00	0.00%	7,577.00	-0.23%
INSURANCE - LIFE	294.36	-0.13%	5,547.75	-0.17%
INSURANCE - OFFICER LIFE	0.00	0.00%	1,508.29	-0.05%
FUTA TAX EXPENSE	356.00	-0.16%	1,300.37	-0.04%
SUI TAX EXPENSE	544.04	-0.24%	1,875.77	-0.06%
INCOME TAX - FEDERAL	0.00	0.00%	0.00	0.00%
INCOME TAX - STATE	0.00	0.00%	0.00	0.00%
SHOP EQUIPMENT REPAIRS	0.00	0.00%	0.00	0.00%
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>73,354.11</b>	<b>-32.27%</b>	<b>786,862.48</b>	<b>-24.25%</b>
<b>TOTAL ALL EXPENSES</b>	<b>102,275.30</b>	<b>-44.99%</b>	<b>1,057,506.67</b>	<b>-32.59%</b>
<b>OTHER INCOME</b>				
CASH DISCOUNTS EARNED	2,170.32	0.95%	28,219.40	0.87%
COMMISSION INCOME	455.33	0.20%	1,031.28	0.03%
REBATES	168.05	0.07%	2,822.79	0.09%
INTEREST INCOME	0.00	0.00%	0.00	0.00%
FINANCE CHARGES	(1.02)	0.00%	(23.95)	0.00%
MISCELLANEOUS INCOME	0.00	0.00%	0.00	0.00%
FREIGHT CLAIMS	0.00	0.00%	108.88	0.00%
CORPORATE INCOME TAX	0.00	0.00%	1,120.00	0.03%
<b>TOTAL OTHER INCOME</b>	<b>2,792.68</b>	<b>1.23%</b>	<b>33,278.40</b>	<b>1.03%</b>
<b>NET INCOME (LOSS)</b>	<b>(22,999.46)</b>	<b>-10.12%</b>	<b>16,885.18</b>	<b>0.52%</b>

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AUTOMATIC COVER SHEET

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DATE: OCT-25-99 MON 12:46 PM

TO:

FAX #: 16162464989320

FROM: HARBIN'S INC.

FAX #: 1 334 265 9126

10 PAGES WERE SENT

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(INCLUDING THIS COVER PAGE)